

North Carolina District Review

October, 2006

U.S. Small Business Administration
 North Carolina District

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MOST ACTIVE LENDERS FY 2006

OCTOBER 1, 2005 THROUGH SEPTEMBER 30, 2006

LENDERS

Large and National Banks

	<u>7(a)</u>	<u>504</u>	<u>Total</u>	<u>\$ Amount Millions</u>
1. Bank of America	382	2	384	\$11.0
2. Capital One Federal Savings	129	0	129	\$5.3
3. BB&T	73	13	86	\$22.9
4. Wachovia Bank	57	2	59	\$25.9
5. First Citizens Bank	11	33	44	\$18.4

Community Express Lenders*

1. Innovative Bank	267	0	267	\$3.2
2. Business Loan Express	164	0	164	\$4.9

Community Banks

1. Surrey Bank & Trust Company	52	1	53	\$8.0
2. The Fidelity Bank	14	8	22	\$7.0
3. Community South Bank	9	9	18	\$24.5
4. Bank of Stanly	8	3	11	\$3.0

Small Business Lending Companies

1. Self-Help Credit Union	69	0	69	\$3.3
2. CIT Small Business Lending Corp.	54	2	56	\$29.6

Certified Development Companies

1. Self-Help Ventures Fund	65	65	\$31.3
2. Business Expansion Funding Corp.	38	38	\$18.8
3. Centralina Development Corp.	29	29	\$17.5

*Only SBA CommunityExpress loans are tabulated in this category.

NC DISTRICT OFFICE CLOSES THE BOOKS ON FY 2006

During the Fiscal Year 2006, 1,628 loans were guaranteed through the 7(a) program for almost \$218 million. compared to 1,617 loans for \$227 million in 2005. SBA's fiscal year runs from October 1 through September 30. This represents the best year in the history of SBA's North Carolina District Office.

"Thanks to North Carolina's participating lenders," said District Director Lee Cornelison. "The support of the lenders is key to helping small businesses."

SBA 504 loans in the state have increased by almost 20% during the year. In 2006 NC's 11 Certified Development Companies approved 184 loans for \$101.7 million versus 154 loans for over \$13.9 million in 2005. There are currently 11 SBA Certified Development Companies that administer the 504 loan program. SBA's 504 program offers financing for fixed assets, such as land, buildings and equipment.

2006 SBA NORTH CAROLINA LENDER OF THE YEAR AWARD WINNERS

Lender of the Year:	Bank of America
Community Bank Lender of the Year:	Surrey Bank & Trust
Non-Bank Lender of the Year:	Business Loan Center
Certified Development Company of the Year:	Asheville-Buncombe Dev. Corp.
Large Bank 504 Lender of the Year:	First Citizens Bank
Community Bank 504 Lender of the Year:	First Trust Bank

2006 Achievement Awards Winners:

Popular Small Business Capital
SunTrust Bank

NOMINATIONS FOR 2007 SMALL BUSINESS PERSON OF THE YEAR AND CHAMPION AWARDS

SBA is seeking nominations for the 2007 North Carolina Small Business Person of the Year and the Small Business Champion Awards. Please consider honoring one of your small business clients. Awards include: Small Business Exporter of the Year, SBA Young Entrepreneur of the Year, Minority Small Business Champion, Veteran Small Business Champion, Financial Services Champion, Home-Based Business Champion, Women in Business Champion, Small Business Journalist of the Year, and the Jeffrey Butland Award for Family-Owned Business of the Year. Nomination submission criteria and deadlines will be announced shortly. Do you have an SBA borrower that might be the next Small Business Person of the Year? Do you have a colleague that might be a suitable small business champion?

For more information contact Mike Ernandes at 704-344-6588 or mike.ernandes@sba.gov.

FY 2006 LENDER RANKINGS OCTOBER 1, 2005 – SEPTEMBER 30, 2006

<u>Lender</u>	<u>7(a) Loans</u>	<u>Gross 7(a) \$</u>	<u>504 Loans</u>	<u>504 Participation</u>
Bank of America	382	\$ 9,709,700	2	\$ 1,286,300
Innovative Bank	267	\$ 3,150,000		
Business Loan Center	169	\$ 9,691,500	2	\$ 2,690,000
Capital One Federal	129	\$ 5,290,000		
BB&T	73	\$ 14,530,970	13	\$ 8,399,250
Self-Help Credit Union	69	\$ 3,336,450		
Wachovia	57	\$ 24,163,500	2	\$ 1,740,000
CIT	54	\$ 27,910,500	2	\$ 1,731,570
Surrey Bank & Trust	52	\$ 6,297,700	1	\$ 2,225,000
Superior Financial	51	\$ 372,500		
Bank of Granite	38	\$ 5,999,920	2	\$ 589,636
SunTrust Bank	26	\$ 1,685,900	8	\$ 5,123,188
Banco Popular	24	\$ 14,889,200		
Community West Bank	21	\$ 5,052,200		
New Century Bank	18	\$ 6,410,100		
Wells Fargo	17	\$ 540,000		
Fidelity Bank	14	\$ 3,816,300	8	\$ 3,226,500
Comerica	12	\$ 5,798,000		
First Citizens Bank	11	\$ 3,672,000	33	\$ 14,764,646
UPS Capital	10	\$ 7,829,500		
Community South Bank	9	\$ 7,494,000	9	\$ 17,013,300
Bank of Stanly	8	\$ 802,000	3	\$ 2,214,500
Capital Bank	7	\$ 655,000	2	\$ 886,000
Business Carolina	5	\$ 5,640,000		
Lehman Brothers	5	\$ 2,320,000		
PNC Bank	4	\$ 978,700	2	\$ 1,381,725
RBC Centura	4	\$ 595,000		
Small Business Loan Source	4	\$ 3,117,000		
Stearns Bank	4	\$ 959,000		
Cabarrus Bank & Trust	3	\$ 300,000	1	\$ 2,572,500
First Charter Bank	3	\$ 592,750	3	\$ 1,447,500
NewTek	3	\$ 530,500		
United Midwest Savings Bank	3	\$ 2,455,000		
Unity Bank	3	\$ 1,123,500	2	\$ 3,437,500
Bank of the Carolinas	2	\$ 305,000	1	\$ 2,200,000
Buckhead Community Bank	2	\$ 1,449,900		
Carolina First Bank	2	\$ 1,163,000		
Coastal FCU	2	\$ 235,900		
Crescent State Bank	2	\$ 750,000	1	\$ 1,250,000
First Carolina State Bank	2	\$ 1,912,700		
First National Bank of the South	2	\$ 1,512,000		
First Trust Bank	2	\$ 380,000	11	\$ 3,436,102
Haven Trust Bank	2	\$ 510,000	1	\$ 1,311,000
NCB Financial	2	\$ 1,035,000		
Sound Banking Company	2	\$ 760,000		
Southern Bank & Trust	2	\$ 191,500	1	\$ 230,000
Southern Community B&T	2	\$ 259,570	5	\$ 3,392,500
Truliant FCU	2	\$ 3,800,000		
United Community Bank	2	\$ 521,500	4	\$ 2,328,866
Waccamaw	2	\$ 370,000	1	\$ 715,000
Wilshire State Bank	2	\$ 292,000		
Yadkin Valley Bank	2	\$ 642,000	3	\$ 2,279,000
American Community Bank	1	\$ 275,000		
Bank of Currituck	1	\$ 40,000		
Bank of the Commonwealth	1	\$ 108,100		
Beach Business Bank	1	\$ 762,800		
California Bank & Trust	1	\$ 100,000		
Coastal Federal Bank	1	\$ 52,000		
Community Bank of Rowan	1	\$ 243,000		
First Commonwealth Bank	1	\$ 250,000		

<u>Lender</u>	<u>7(a) Loans</u>	<u>Gross 7(a) \$</u>	<u>504 Loans</u>	<u>504 Participation</u>
First Community Bank	1	\$ 495,000	1	\$ 648,850
First Gaston Bank	1	\$ 150,000	1	\$ 191,000
First National Bank of Shelby	1	\$ 85,000		
First National Business Capital	1	\$ 1,725,000		
First Tennessee Bank	1	\$ 10,000		
FNB Financial Services	1	\$ 85,000	1	\$ 242,500
Four Oaks Bank & Trust	1	\$ 600,000		
Independence Bank	1	\$ 111,150		
Irwin Franchise Capital	1	\$ 330,000		
Lexington State Bank	1	\$ 175,000	1	\$ 297,500
Macon Bank	1	\$ 550,000		
Mechanics & Farmers Bank	1	\$ 97,000		
Nara Bank	1	\$ 400,000		
New Dominion	1	\$ 180,000		
Omni National Bank	1	\$ 175,000		
Pacific City	1	\$ 1,950,000		
Peoples Bank	1	\$ 995,000		
Randolph Bank	1	\$ 1,112,000		
RCB Bank	1	\$ 100,000	3	\$ 2,507,293
Regal Bank	1	\$ 955,000		
Sentry Bank & Trust	1	\$ 98,000		
Smith River Community Bank	1	\$ 150,000		
Temecula Valley Bank	1	\$ 1,164,300	3	\$ 1,845,000
The Heritage Bank	1	\$ 395,500		
United Heritage Bank	1	\$ 200,000		
Totals	1628	\$ 217,917,310		
Asheville Savings Bank			3	\$ 3,077,500
Bank of Asheville			4	\$ 2,624,747
Bank of Commerce			2	\$ 237,500
Cardinal State Bank			2	\$ 1,292,500
Catawba Valley Bank			2	\$ 441,737
Citizens South Bank			1	\$ 331,000
Commercewest Bank			1	\$ 1,575,000
East Carolina Bank			1	\$ 640,000
First American Bank			1	\$ 257,500
First Bank			1	\$ 210,000
First National B&T			1	\$ 1,248,625
First South Bank			1	\$ 700,000
GE Capital			7	\$ 6,937,997
Greater Bay Bank			1	\$ 499,200
Hometrust			5	\$ 2,840,500
Lumbee Guaranty Bank			1	\$ 3,106,255
Midcarolina Bank			1	\$ 1,366,000
National Cooperative Bank			1	\$ 1,383,236
Nexity Bank			1	\$ 20,300,000
Piedmont Bank of GA			1	\$ 887,500
Provident Community Bank			1	\$ 271,000
Regions Bank			1	\$ 787,500
Security National Corp.			1	\$ 875,000
Springs Mortgage Corp.			1	\$ 451,000
Sterling Bank			2	\$ 2,090,000
Sterlingsouth B&T			1	\$ 654,890
The Little Bank			1	\$ 972,000
U.S. Metro			1	\$ 2,050,000
Zions First National Bank			4	\$ 2,944,000
Totals			184	\$ 150,680,117

<u>Certified Dev. Corps.</u>		
	<u>504 Loans</u>	<u>504 \$</u>
Self-Help Ventures Fund	65	\$ 31,253,000
BEFCO	38	\$ 18,778,000
Centralina Dev.	29	\$ 17,472,000
Asheville-Buncombe Dev.	18	\$ 11,355,000
Neuse River Dev.	10	\$ 10,182,000
Northwest Piedmont Dev.	9	\$ 5,469,000
Region D. Dev.	4	\$ 1,674,000
Region E. Dev.	4	\$ 1,157,000
Smoky Mountain Dev.	4	\$ 2,824,000
Wilmington Dev.	<u>3</u>	<u>\$ 1,574,000</u>
Totals	184	\$ 101,738,000